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RJR VERSUS INDUSTRY REPORT - OCTOBER 1993
VOLUME: 12M CASE EQUIVALENTS

3 MONTHS ENDING OCTOBER

	RJR			INDUSTRY VOLUME			RJR SHARE OF MARKET		
	1992	1993	% CHG	1992	1993	% CHG	1992	1993	DIFF.
SYRACUSE,NY	61,439	41,864	-31.86	183,316	141,866	-22.61	33.52	29.51	-4.01
ALBANY,NY	11,615	9,051	-22.07	48,634	43,228	-11.12	23.88	20.94	-2.94
ROCHESTER,NY	10,376	10,433	0.55	35,404	31,381	-11.36	29.31	33.25	3.94
BUFFALO,NY	29,354	33,090	12.73	101,257	112,776	11.38	28.99	29.34	0.35
CLEVELAND,OH	23,327	22,111	-5.21	64,269	58,783	-8.54	36.30	37.61	1.31
BUFFALO REG	136,111	116,549	-14.37	432,880	388,034	-10.36	31.44	30.04	-1.40

OCTOBER YEAR-TO-DATE

	RJR			INDUSTRY VOLUME			RJR SHARE OF MARKET		
	1992	1993	% CHG	1992	1993	% CHG	1992	1993	DIFF.
SYRACUSE,NY	168,929	163,600	-3.15	543,163	485,710	-10.58	31.10	33.68	2.58
ALBANY,NY	34,963	31,558	-9.74	154,022	142,094	-7.74	22.70	22.21	-0.49
ROCHESTER,NY	32,382	35,048	8.23	116,338	105,551	-9.27	27.83	33.21	5.38
BUFFALO,NY	95,998	108,214	12.73	352,992	351,150	-0.52	27.20	30.82	3.62
CLEVELAND,OH	72,390	71,447	-1.30	200,486	185,235	-7.61	36.11	38.57	2.46
BUFFALO REG	404,661	409,867	1.29	1,367,001	1,269,740	-7.11	29.60	32.28	2.68

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Source: https://www.industrydocuments.ucsf.edu/docs/krvn0000

VSR10581

DIVISION AND REGION
WEEKLY PERFORMANCE VS. GOAL
4TH QUARTER, 1993

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WEEK ENDING: 12/30/93
UNITS: 12M CASE EQUIVALENTS

TOTAL RJR	WEEK END. 01/01/93	WEEK END. 12/30/93	QTR TO DATE 4TH QTR, 1993	VOLUME % CHG.	QUARTER GOAL	QTD % GOAL	YEAR TO DATE 1993	VOLUME % CHG.	ANNUAL GOAL	YTD % GOAL
1622 SYRACUSE,NY	1,591	1,237	15,465	-14.46			68,708	-13.20		
1623 ALBANY,NY	1,528	1,104	15,810	-16.79			70,239	-4.12		
1624 ROCHESTER,NY	1,818	2,874	43,158	1.53			170,083	7.56		
1626 BUFFALO,NY	2,696	3,048	39,120	15.29			146,359	10.44		
1632 CLEVELAND,OH	1,574	1,402	18,559	-1.67			75,306	.97		
1634 E.CLEVELAND,OH										
16 BUFFALO REG	9,206	9,664	132,111	-.21	81,933	161.24	530,696	2.52	480,533	110.44
FULL PRICED BRANDS										
1622 SYRACUSE,NY	945	634	8,747	-7.36			37,840	-21.25		
1623 ALBANY,NY	1,133	520	9,867	-16.61			44,331	-13.34		
1624 ROCHESTER,NY	841	1,598	23,498	-2.88			86,585	-19.11		
1626 BUFFALO,NY	1,459	1,642	17,237	4.53			65,381	-18.22		
1632 CLEVELAND,OH	1,207	863	12,528	-5.50			50,786	-9.78		
1634 E.CLEVELAND,OH										
16 BUFFALO REG	5,585	5,255	71,877	-4.44	61,950	116.02	284,923	-16.81	275,000	103.61
BRANDED SAVINGS										
1622 SYRACUSE,NY	362	234	3,626	-32.19			17,099	-25.58		
1623 ALBANY,NY	157	103	2,168	-35.82			8,801	-35.57		
1624 ROCHESTER,NY	160	324	6,115	-5.87			22,038	-20.41		
1626 BUFFALO,NY	452	260	5,837	-18.15			22,799	-27.12		
1632 CLEVELAND,OH	226	224	2,803	-23.37			11,700	-17.50		
1634 E.CLEVELAND,OH										
16 BUFFALO REG	1,356	1,143	20,548	-21.00	32,983	62.30	82,436	-24.91	94,875	86.89
BW/PL BRANDS										
1622 SYRACUSE,NY	284	370	3,092	-6.02			13,769	69.24		
1623 ALBANY,NY	238	482	3,775	-.40			17,107	102.55		
1624 ROCHESTER,NY	817	953	13,545	14.61			61,461	162.68		
1626 BUFFALO,NY	784	1,146	16,047	55.63			58,179	173.19		
1632 CLEVELAND,OH	141	315	3,228	64.69			12,821	211.95		
1634 E.CLEVELAND,OH										
16 BUFFALO REG	2,264	3,266	39,686	27.33	-13,000	-305.28	163,336	149.81	110,658	147.60

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RJR VERSUS INDUSTRY REPORT - SEPTEMBER 1993
VOLUME: 12M CASE EQUIVALENTS

3 MONTHS ENDING SEPTEMBER

	RJR			INDUSTRY VOLUME			RJR SHARE OF MARKET		
	1992	1993	% CHG	1992	1993	% CHG	1992	1993	DIFF.
N. ATLANTIC	441,769	411,384	-6.88	1,931,768	1,792,935	-7.19	22.87	22.94	0.07
S. ATLANTIC	796,453	746,314	-6.30	2,341,896	2,169,904	-7.34	34.01	34.39	0.38
MID-CONT	655,278	599,789	-8.47	1,895,086	1,730,186	-8.70	34.58	34.67	0.09
PACIFIC/MTN	623,660	575,480	-7.73	2,130,806	1,961,559	-7.94	29.27	29.34	0.07
MID-WESTERN	695,084	694,817	-0.04	2,293,044	2,355,126	2.71	30.31	29.50	-0.81
TOTAL US	3,213,615	3,036,257	-5.52	10,643,436	10,075,642	-5.33	30.19	30.13	-0.06

SEPTEMBER YEAR-TO-DATE

	RJR			INDUSTRY VOLUME			RJR SHARE OF MARKET		
	1992	1993	% CHG	1992	1993	% CHG	1992	1993	DIFF.
N. ATLANTIC	1,228,501	1,198,182	-2.47	5,453,378	5,024,760	-7.86	22.53	23.85	1.32
S. ATLANTIC	2,293,786	2,222,607	-3.10	6,938,215	6,303,202	-9.15	33.06	35.26	2.20
MID-CONT	1,830,710	1,780,755	-2.73	5,497,048	4,951,705	-9.92	33.30	35.96	2.66
PACIFIC/MTN	1,739,936	1,679,291	-3.49	6,052,516	5,515,723	-8.87	28.75	30.45	1.70
MID-WESTERN	1,994,828	2,039,030	2.22	6,713,741	6,504,438	-3.12	29.71	31.35	1.64
TOTAL US	9,092,067	8,930,443	-1.78	30,798,633	28,454,627	-7.61	29.52	31.38	1.86

Source: https://www.industrydocuments.ucsf.edu/docs/krvn0000

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RJR VERSUS INDUSTRY REPORT - SEPTEMBER 1993
VOLUME: 12M CASE EQUIVALENTS

3 MONTHS ENDING SEPTEMBER

	RJR			INDUSTRY VOLUME			RJR SHARE OF MARKET		
	1992	1993	% CHG	1992	1993	% CHG	1992	1993	DIFF.
SYRACUSE,NY	59,882	46,914	-21.66	184,492	144,494	-21.68	32.46	32.47	0.01
ROCHESTER,NY	10,472	11,417	9.02	37,374	34,120	-8.71	28.02	33.46	5.44
BUFFALO,NY	29,612	32,467	9.64	104,322	114,718	9.97	28.38	28.30	-0.08
W.CLEVELAND,OH	12,666	12,254	-3.25	30,615	28,278	-7.63	41.37	43.33	1.96
E.CLEVELAND,OH	11,883	11,854	-0.24	36,885	33,729	-8.56	32.22	35.14	2.92
BUFFALO REG	124,514	114,904	-7.72	393,689	355,338	-9.74	31.63	32.34	0.71

SEPTEMBER YEAR-TO-DATE

	RJR			INDUSTRY VOLUME			RJR SHARE OF MARKET		
	1992	1993	% CHG	1992	1993	% CHG	1992	1993	DIFF.
SYRACUSE,NY	148,893	150,280	0.93	480,118	441,448	-8.05	31.01	34.04	3.03
ROCHESTER,NY	29,306	32,017	9.25	107,086	97,483	-8.97	27.37	32.84	5.47
BUFFALO,NY	86,021	96,172	11.80	321,218	316,843	-1.36	26.78	30.35	3.57
W.CLEVELAND,OH	33,868	32,960	-2.68	80,720	77,222	-4.33	41.96	42.68	0.72
E.CLEVELAND,OH	32,914	32,747	-0.51	104,485	93,918	-10.11	31.50	34.87	3.37
BUFFALO REG	331,002	344,176	3.98	1,093,626	1,026,914	-6.10	30.27	33.52	3.25

Source: https://www.industrydocuments.ucsf.edu/docs/krvn0000

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RJR VERSUS INDUSTRY REPORT - SEPTEMBER 1993
VOLUME: 12M CASE EQUIVALENTS

3 MONTHS ENDING SEPTEMBER

	RJR			INDUSTRY VOLUME			RJR SHARE OF MARKET		
	1992	1993	% CHG	1992	1993	% CHG	1992	1993	DIFF.
BOSTON REG	82,367	76,456	-7.18	357,378	327,060	-8.48	23.05	23.38	0.33
N JERSEY REG	52,128	46,616	-10.57	281,777	253,364	-10.08	18.50	18.40	-0.10
PHIL REG	77,309	74,865	-3.16	349,228	348,762	-0.13	22.14	21.47	-0.67
NEW YORK REG	45,744	42,436	-7.23	297,916	269,535	-9.53	15.35	15.74	0.39
HARTFORD REG	59,709	56,108	-6.03	251,781	238,877	-5.13	23.71	23.49	-0.22
BUFFALO REG	124,514	114,904	-7.72	393,689	355,338	-9.74	31.63	32.34	0.71
N. ATLANTIC	441,769	411,384	-6.88	1,931,768	1,792,935	-7.19	22.87	22.94	0.07

SEPTEMBER YEAR-TO-DATE

	RJR			INDUSTRY VOLUME			RJR SHARE OF MARKET		
	1992	1993	% CHG	1992	1993	% CHG	1992	1993	DIFF.
BOSTON REG	223,516	220,840	-1.20	988,696	890,858	-9.90	22.61	24.79	2.18
N JERSEY REG	153,923	137,580	-10.62	828,701	737,842	-10.96	18.57	18.65	0.08
PHIL REG	221,169	212,328	-4.00	985,170	941,038	-4.48	22.45	22.56	0.11
NEW YORK REG	134,303	120,292	-10.43	859,874	756,225	-12.05	15.62	15.91	0.29
HARTFORD REG	164,589	162,965	-0.99	697,311	671,884	-3.65	23.60	24.25	0.65
BUFFALO REG	331,002	344,176	3.98	1,093,626	1,026,914	-6.10	30.27	33.52	3.25
N. ATLANTIC	1,228,501	1,198,182	-2.47	5,453,378	5,024,760	-7.86	22.53	23.85	1.32

Source: https://www.industrydocuments.ucsf.edu/docs/krvn0000

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JR VERSUS INDUSTRY REPORT - SEPTEMBER 1993
)LUME: 12M CASE EQUIVALENTS

3 MONTHS ENDING SEPTEMBER

	RJR			INDUSTRY VOLUME			RJR SHARE OF MARKET		
	1992	1993	% CHG	1992	1993	% CHG	1992	1993	DIFF.
/RACUSE,NY	59,882	46,914	-21.66	184,492	144,494	-21.68	32.46	32.47	0.01
)CHESTER,NY	10,472	11,417	9.02	37,374	34,120	-8.71	28.02	33.46	5.44
JFFALO,NY	29,612	32,467	9.64	104,322	114,719	9.97	28.38	28.30	-0.08
.CLEVELAND,OH	12,666	12,254	-3.25	30,615	28,279	-7.63	41.37	43.33	1.96
.CLEVELAND,OH	11,883	11,854	-0.24	36,885	33,729	-8.56	32.22	35.14	2.92
BUFFALO REG	124,514	114,904	-7.72	393,689	355,338	-9.74	31.63	32.34	0.71

SEPTEMBER YEAR-TO-DATE

	RJR			INDUSTRY VOLUME			RJR SHARE OF MARKET		
	1992	1993	% CHG	1992	1993	% CHG	1992	1993	DIFF.
YRACUSE,NY	148,893	150,280	0.93	480,118	441,448	-8.05	31.01	34.04	3.03
)CHESTER,NY	29,306	32,017	9.25	107,086	97,483	-8.97	27.37	32.84	5.47
JFFALO,NY	86,021	96,172	11.80	321,218	316,843	-1.36	26.78	30.35	3.57
.CLEVELAND,OH	33,868	32,960	-2.68	80,720	77,222	-4.33	41.96	42.68	0.72
.CLEVELAND,OH	32,914	32,747	-0.51	104,485	93,918	-10.11	31.50	34.87	3.37
BUFFALO REG	331,002	344,176	3.98	1,093,626	1,026,914	-6.10	30.27	33.52	3.25

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Source: https://www.industrydocuments.ucsf.edu/docs/krvn0000

523 ALBANY,NY		11	-11	-100.00
TOTAL INSTITUTIONS		11	-11	-100.00
REGION % TOTAL				

ONTHLY REGION BY CUSTOMER TYPE 14:48 11/05/93
VSR106B2

OTAL RJR CIGTS. (12M CASE EQUIVALENTS) 16 BUFFALO REG

IVISION	MONTH 10/92	MONTH 10/93	CASE DIFF.	VOLUME % CHANGE	YTD THRU 10/92	YTD THRU 10/93	CASE DIFF.	VOLUME % CHANGE
522 SYRACUSE,NY	5,198	4,682	-516	-9.93	66,279	57,925	-8,354	-12.60
523 ALBANY,NY	5,328	4,468	-860	-16.14	59,552	58,876	-676	-1.14
524 ROCHESTER,NY	17,914	11,670	-6,244	-34.86	135,031	140,709	5,678	4.20
526 BUFFALO,NY	9,149	11,319	2,170	23.72	95,998	108,214	12,216	12.73
532 CLEVELAND,OH	6,435	6,463	28	.44	72,390	71,446	-944	-1.30
TOTAL REGION	44,025	38,602	-5,423	-12.32	429,250	437,171	7,921	1.85

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Source: https://www.industrydocuments.ucsf.edu/docs/krvn0000

S JAN'S REPORT

ONTHLY REGION BY CUSTOMER TYPE 14:48 11/05/93
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TOTAL RJR CIGTS. (12M CASE EQUIVALENTS) 16 BUFFALO REG

DIVISION	MONTH 10/92	MONTH 10/93	CASE DIFF.	VOLUME % CHANGE	YTD THRU 10/92	YTD THRU 10/93	CASE DIFF.	VOLUME % CHANGE
622 SYRACUSE,NY	3,231	2,797	-434	-13.43	38,997	37,611	-1,386	-3.55
623 ALBANY,NY	3,962	3,347	-615	-15.52	42,772	42,344	-428	-1.00
624 ROCHESTER,NY	14,774	8,116	-6,658	-45.07	102,195	106,950	4,755	4.65
626 BUFFALO,NY	5,569	7,022	1,453	26.09	51,189	60,882	9,693	18.94
632 CLEVELAND,OH	3,960	3,502	-458	-11.57	45,243	42,390	-2,853	-6.31
TOTAL TOBACCO DIST.	31,496	24,784	-6,712	-21.31	280,396	290,177	9,781	3.49
REGION % TOTAL	71.54%	64.20%			65.32%	66.38%		
622 SYRACUSE,NY	1,159	1,193	34	2.93	19,533	13,158	-6,375	-32.64
623 ALBANY,NY	493	420	-73	-14.81	7,772	5,515	-2,257	-29.04
624 ROCHESTER,NY	3,025	3,453	428	14.15	31,885	32,623	738	2.31
626 BUFFALO,NY	772	893	121	15.67	9,562	10,254	692	7.24
632 CLEVELAND,OH	1,304	1,522	218	16.72	11,214	12,571	1,357	12.10
TOTAL CHAINS	6,753	7,481	728	10.78	79,966	74,121	-5,845	-7.31
REGION % TOTAL	15.34%	19.38%			18.63%	16.95%		
622 SYRACUSE,NY	371	341	-30	-8.09	3,811	3,731	-80	-2.10
623 ALBANY,NY	751	556	-195	-25.97	7,780	9,764	1,984	25.50
626 BUFFALO,NY	2,754	3,359	605	21.97	34,583	36,652	2,069	5.98
632 CLEVELAND,OH	1,039	1,293	254	24.45	14,363	15,062	699	4.87
TOTAL GROC CO-OPS/WHOLESAL	4,915	5,549	634	12.90	60,537	65,209	4,672	7.72
REGION % TOTAL	11.16%	14.37%			14.10%	14.92%		
623 ALBANY,NY	5		-5	-100.00	75	28	-47	-62.67
624 ROCHESTER,NY	50	60	10	20.00	556	587	31	5.58
626 BUFFALO,NY	5	5			60	25	-35	-58.33
632 CLEVELAND,OH	55	38	-17	-30.91	677	509	-168	-24.82
TOTAL VENDORS	115	103	-12	-10.43	1,368	1,149	-219	-16.01
REGION % TOTAL	.26%	.27%			.32%	.26%		
623 ALBANY,NY		67	67			163	163	
626 BUFFALO,NY	5		-5	-100.00	93	29	-64	-68.82
TOTAL MEMBERSHIP CLUBS	5	67	62	1240.00	93	192	99	106.45
REGION % TOTAL	.01%	.17%			.02%	.04%		
622 SYRACUSE,NY	438	353	-85	-19.41	3,942	3,429	-513	-13.01
623 ALBANY,NY	118	79	-39	-33.05	1,147	1,067	-80	-6.97
624 ROCHESTER,NY	66	42	-24	-36.36	406	561	155	38.18
626 BUFFALO,NY	45	41	-4	-8.89	517	382	-135	-26.11
632 CLEVELAND,OH	79	109	30	37.97	899	921	22	2.45
TOTAL MILITARY	746	624	-122	-16.35	6,911	6,360	-551	-7.97
REGION % TOTAL	1.69%	1.62%			1.61%	1.45%		

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Source: https://www.industrydocuments.ucsf.edu/docs/kkw00000

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RJR VERSUS INDUSTRY REPORT - JULY 1993
VOLUME: 12M CASE EQUIVALENTS

3 MONTHS ENDING JULY

	RJR			INDUSTRY VOLUME			RJR SHARE OF MARKET		
	1992	1993	% CHG	1992	1993	% CHG	1992	1993	DIFF.
SYRACUSE,NY	54,053	54,741	1.27	198,529	151,786	-23.54	27.23	36.06	8.83
ROCHESTER,NY	10,121	11,636	14.97	38,676	34,578	-10.60	26.17	33.65	7.48
BUFFALO,NY	29,668	36,102	21.69	121,581	117,472	-3.38	24.40	30.73	6.33
W.CLEVELAND,OH	11,785	12,129	2.92	28,802	27,702	-3.82	40.92	43.78	2.86
E.CLEVELAND,OH	10,968	12,014	9.54	36,055	33,927	-5.90	30.42	35.41	4.99
BUFFALO REG	116,594	126,622	8.60	423,643	365,466	-13.73	27.52	34.65	7.13

JULY YEAR-TO-DATE

	RJR			INDUSTRY VOLUME			RJR SHARE OF MARKET			
	1992	1993	% CHG	1992	1993	% CHG	1992	1993	DIFF.	
SYRACUSE,NY	107,489	121,736	13.25	359,928	343,904	-4.45	29.86	35.40	5.54	X
ROCHESTER,NY	22,006	24,615	11.86	80,940	74,174	-8.36	27.19	33.19	6.00	X
BUFFALO,NY	65,981	74,596	13.06	249,088	236,438	-5.08	26.49	31.55	5.06	X
W.CLEVELAND,OH	24,998	25,305	1.23	59,556	58,309	-2.09	41.97	43.40	1.43	
E.CLEVELAND,OH	24,729	24,559	-0.69	79,401	70,167	-11.63	31.14	35.00	3.86	
BUFFALO REG	245,203	270,811	10.44	828,913	782,992	-5.54	29.58	34.59	5.01	

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X NO CAR STOCK!

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Source: https://www.industrydocuments.ucsf.edu/docs/krvn0000

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JR VERSUS INDUSTRY REPORT - SEPTEMBER 1993
)LUME: 12M CASE EQUIVALENTS

3 MONTHS ENDING SEPTEMBER

	RJR			INDUSTRY VOLUME			RJR SHARE OF MARKET		
	1992	1993	% CHG	1992	1993	% CHG	1992	1993	DIFF.
BOSTON REG	82,367	76,456	-7.18	357,378	327,060	-8.48	23.05	23.38	0.33
N JERSEY REG	52,128	46,616	-10.57	281,777	253,364	-10.08	18.50	18.40	-0.10
PHIL REG	77,309	74,865	-3.16	349,228	348,762	-0.13	22.14	21.47	-0.67
NEW YORK REG	45,744	42,436	-7.23	297,916	269,535	-9.53	15.35	15.74	0.39
HARTFORD REG	59,709	56,108	-6.03	251,781	238,277	-5.13	23.71	23.49	-0.22
BUFFALO REG	124,514	114,904	-7.72	393,689	355,338	-9.74	31.63	32.34	0.71
N. ATLANTIC	441,769	411,384	-6.88	1,931,768	1,792,935	-7.19	22.87	22.94	0.07

SEPTEMBER YEAR-TO-DATE

	RJR			INDUSTRY VOLUME			RJR SHARE OF MARKET		
	1992	1993	% CHG	1992	1993	% CHG	1992	1993	DIFF.
BOSTON REG	223,516	220,840	-1.20	988,696	890,858	-9.90	22.61	24.79	2.18
N JERSEY REG	153,923	137,580	-10.62	828,701	737,842	-10.96	18.57	18.65	0.08
PHIL REG	221,169	212,328	-4.00	985,170	941,038	-4.48	22.45	22.56	0.11
NEW YORK REG	134,303	120,292	-10.43	859,874	756,225	-12.05	15.62	15.91	0.29
HARTFORD REG	164,589	162,965	-0.99	697,311	671,884	-3.65	23.60	24.25	0.65
BUFFALO REG	331,002	344,176	3.98	1,093,626	1,026,914	-6.10	30.27	33.52	3.25
N. ATLANTIC	1,228,501	1,198,182	-2.47	5,453,378	5,024,760	-7.86	22.53	23.85	1.32

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Source: https://www.industrydocuments.ucsf.edu/docs/krvn0000

3R105B1 DIVISION AND REGION 11:16 06/02/93

WEEKLY PERFORMANCE VS. GOAL

2ND QUARTER, 1993

EEK ENDING: 05/28/93

NITS: 12M CASE EQUIVALENTS

JTAL RJR	WEEK END. 05/29/92	WEEK END. 05/28/93	QTR TO DATE 2ND QTR, 1993	VOLUME % CHG.	QUARTER GOAL	QTD % GOAL	YEAR TO DATE 1993	VOLUME % CHG.	ANNUAL GOAL	YTD % GOAL
622 SYRACUSE,NY	3,112	4,811	24,254	-9.22	50,771	47.77	83,538	23.00	195,746	42.68
624 ROCHESTER,NY	643	764	5,926	.46	10,132	58.49	16,555	10.82	39,062	42.38
626 BUFFALO,NY	1,835	2,830	18,116	.38	30,350	59.69	49,950	10.92	117,012	42.69
632 W.CLEVELAND,OH	653	1,283	6,055	-11.98	11,216	53.99	17,103	1.58	43,243	39.55
634 E.CLEVELAND,OH	673	1,010	6,655	-9.08	10,482	63.49	16,663	-3.74	40,412	41.23
16 BUFFALO REG	6,916	10,697	61,006	-5.94	112,950	54.01	183,809	13.44	435,475	42.21
JLL PRICED BRANDS										
622 SYRACUSE,NY	2,224	2,533	10,873	-41.87	28,420	38.26	37,577	-23.54	105,967	35.46
624 ROCHESTER,NY	468	349	2,862	-34.01	6,211	46.08	8,855	-21.54	23,301	38.00
626 BUFFALO,NY	1,048	1,209	6,857	-41.14	15,017	45.66	20,534	-31.62	55,432	37.04
632 W.CLEVELAND,OH	509	961	3,896	-27.64	7,996	48.72	11,806	-12.22	30,276	38.99
634 E.CLEVELAND,OH	548	707	3,932	-34.08	7,430	52.92	10,520	-27.29	28,133	37.39
16 BUFFALO REG	4,796	5,759	28,420	-38.27	65,075	43.67	89,291	-24.57	243,108	36.73
RANDED SAVINGS										
622 SYRACUSE,NY	692	758	4,800	-26.14	9,692	49.53	13,042	-18.00	39,158	33.31
624 ROCHESTER,NY	153	126	965	-28.25	2,005	48.13	2,706	-18.96	8,099	33.41
626 BUFFALO,NY	383	435	3,018	-33.14	6,483	46.55	8,359	-27.00	26,192	31.91
632 W.CLEVELAND,OH	114	214	1,159	-11.66	2,227	52.04	2,911	-5.24	8,997	32.36
634 E.CLEVELAND,OH	112	125	914	-25.51	1,818	50.28	2,292	-13.64	7,345	31.20
16 BUFFALO REG	1,454	1,657	10,855	-27.13	22,225	48.84	29,310	-19.52	89,792	32.64
W/PL BRANDS										
622 SYRACUSE,NY	197	1,521	8,581	467.53	12,658	67.79	32,919	999.99	50,621	65.03
624 ROCHESTER,NY	23	289	2,099	867.28	1,916	109.55	4,995	999.99	7,662	65.19
626 BUFFALO,NY	404	1,186	8,242	337.71	8,849	93.14	21,057	492.49	35,389	59.50
632 W.CLEVELAND,OH	30	108	1,000	443.48	993	100.70	2,387	657.78	3,970	60.13
634 E.CLEVELAND,OH	14	179	1,810	999.99	1,234	146.68	3,851	999.99	4,934	78.05
16 BUFFALO REG	667	3,282	21,731	453.80	25,650	84.72	65,208	801.53	102,575	63.57

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Roger

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DIVISION AND REGION
WEEKLY PERFORMANCE VS. GOAL
2ND QUARTER, 1993

11:17 06/02/93

EEK ENDING: 05/28/93
NITS: 12M CASE EQUIVALENTS

TAL RJR	WEEK END. 05/29/92	WEEK END. 05/28/93	QTR TO DATE 2ND QTR, 1993	VOLUME % CHG.	QUARTER GOAL	QTD % GOAL	YEAR TO DATE 1993	VOLUME % CHG.	ANNUAL GOAL	YTD % GOAL
22 SYRACUSE,NY	3,112	4,811	24,254	-9.22	50,771	47.77	83,538	23.00	195,746	42.68
24 ROCHESTER,NY	643	764	5,926	.46	10,132	58.49	16,555	10.82	39,062	42.38
26 BUFFALO,NY	1,835	2,830	18,116	.38	30,350	59.69	49,950	10.92	117,012	42.69
32 W.CLEVELAND,OH	653	1,283	6,055	-11.98	11,216	53.99	17,103	1.58	43,243	39.55
34 E.CLEVELAND,OH	673	1,010	6,655	-9.08	10,482	63.49	16,663	-3.74	40,412	41.23
16 BUFFALO REG	6,916	10,697	61,006	-5.94	112,950	54.01	183,809	13.44	435,475	42.21
LL PRICED BRANDS										
22 SYRACUSE,NY	2,224	2,533	10,873	-41.87	28,420	38.26	37,577	-23.54	105,967	35.46
24 ROCHESTER,NY	468	349	2,862	-34.01	6,211	46.08	8,855	-21.54	23,301	38.00
26 BUFFALO,NY	1,048	1,209	6,857	-41.14	15,017	45.66	20,534	-31.62	55,432	37.04
32 W.CLEVELAND,OH	509	961	3,896	-27.64	7,996	48.72	11,806	-12.22	30,276	38.99
34 E.CLEVELAND,OH	548	707	3,932	-34.08	7,430	52.92	10,520	-27.29	28,133	37.39
16 BUFFALO REG	4,796	5,759	28,420	-38.27	65,075	43.67	89,291	-24.57	243,108	36.73
RANDED SAVINGS										
22 SYRACUSE,NY	692	758	4,800	-26.14	9,692	49.53	13,042	-18.00	39,158	33.31
24 ROCHESTER,NY	153	126	965	-28.25	2,005	48.13	2,706	-18.96	8,099	33.41
26 BUFFALO,NY	383	435	3,018	-33.14	6,483	46.55	8,359	-27.00	26,192	31.91
32 W.CLEVELAND,OH	114	214	1,159	-11.66	2,227	52.04	2,911	-5.24	8,997	32.36
34 E.CLEVELAND,OH	112	125	914	-25.51	1,818	50.28	2,292	-13.64	7,345	31.20
16 BUFFALO REG	1,454	1,657	10,855	-27.13	22,225	48.84	29,310	-19.52	89,792	32.64
W/PL BRANDS										
622 SYRACUSE,NY	197	1,521	8,581	467.53	12,658	67.79	32,919	999.99	50,621	65.03
624 ROCHESTER,NY	23	289	2,099	867.28	1,916	109.55	4,995	999.99	7,662	65.19
626 BUFFALO,NY	404	1,186	8,242	337.71	8,849	93.14	21,057	492.49	35,389	59.50
632 W.CLEVELAND,OH	30	108	1,000	443.48	993	100.70	2,387	657.78	3,970	60.13
634 E.CLEVELAND,OH	14	179	1,810	999.99	1,234	146.68	3,851	999.99	4,934	78.05
16 BUFFALO REG	667	3,282	21,731	453.80	25,650	84.72	65,208	801.53	102,575	63.57

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MESSAGE CONFIRMATION

DATE:08/04/93 TIME:10:10

ID:BFLO RJR

DATE	TIME	TX-TIME	DISTANT STATION ID	MODE	PAGES	RESULT
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:JR VERSUS INDUSTRY REPORT - JUNE 1993
'OLUME: 12M CASE EQUIVALENTS

3 MONTHS ENDING JUNE

	RJR			INDUSTRY VOLUME			RJR SHARE OF MARKET		
	1992	1993	% CHG	1992	1993	% CHG	1992	1993	DIFF.
;YRACUSE,NY	47,813	44,082	-7.80	169,599	134,909	-20.45	28.19	32.68	4.49
:OCHESTER,NY	9,794	9,972	1.82	37,291	32,050	-14.05	26.26	31.11	4.85
'UFFALO,NY	29,423	31,872	8.32	119,767	106,007	-11.49	24.57	30.07	5.50
..CLEVELAND,OH	11,245	9,658	-14.11	27,296	24,639	-9.73	41.20	39.20	-2.00
:.CLEVELAND,OH	11,040	10,885	-1.40	36,287	31,078	-14.36	30.42	35.02	4.60
BUFFALO REG	109,314	106,468	-2.60	390,239	328,682	-15.77	28.01	32.39	4.38

JUNE YEAR-TO-DATE

	RJR			INDUSTRY VOLUME			RJR SHARE OF MARKET		
	1992	1993	% CHG	1992	1993	% CHG	1992	1993	DIFF.
;YRACUSE,NY	89,011	103,366	16.13	295,626	296,955	0.45	30.11	34.81	4.70
:OCHESTER,NY	18,834	20,601	9.38	69,712	63,363	-9.11	27.02	32.51	5.49
'UFFALO,NY	56,410	63,706	12.93	216,896	202,126	-6.81	26.01	31.52	5.51
..CLEVELAND,OH	21,202	20,706	-2.34	50,105	48,944	-2.32	42.31	42.31	
:.CLEVELAND,OH	21,031	20,893	-0.66	67,599	60,189	-10.96	31.11	34.71	3.60
BUFFALO REG	206,488	229,272	11.03	699,938	671,576	-4.05	29.50	34.14	4.64

Q - WHAT SHIFTS IN THE MARKET ACCOUNT FOR THE FLAT YTD OR -2.00 SOM ?

Roger

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Source: https://www.industrydocuments.ucsf.edu/docs/krvn0000

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JR VERSUS INDUSTRY REPORT - APRIL 1993
OLUME: 12M CASE EQUIVALENTS

3 MONTHS ENDING APRIL

	RJR			INDUSTRY VOLUME			RJR SHARE OF MARKET		
	1992	1993	% CHG	1992	1993	% CHG	1992	1993	DIFF.
BOSTON REG	68,387	69,686	1.90	302,904	265,552	-12.33	22.58	26.24	3.66
N JERSEY REG	49,333	46,109	-6.54	264,963	240,752	-9.14	18.62	19.15	0.53
PHIL REG	68,876	69,873	1.45	304,185	299,069	-1.68	22.64	23.36	0.72
NEW YORK REG	42,134	39,295	-6.74	266,639	239,787	-10.07	15.80	16.39	0.59
HARTFORD REG	51,169	53,659	4.87	215,386	210,521	-2.26	23.76	25.49	1.73
BUFFALO REG	97,671	114,886	17.63	325,008	337,625	3.88	30.05	34.03	3.98
N. ATLANTIC	377,569	393,508	4.22	1,679,084	1,593,306	-5.11	22.49	24.70	2.21

APRIL YEAR-TO-DATE

	RJR			INDUSTRY VOLUME			RJR SHARE OF MARKET		
	1992	1993	% CHG	1992	1993	% CHG	1992	1993	DIFF.
BOSTON REG	85,369	83,731	-1.92	366,026	321,615	-12.13	23.32	26.03	2.71
N JERSEY REG	64,419	56,592	-12.15	326,741	291,660	-10.74	19.72	19.40	-0.32
PHIL REG	87,310	83,624	-4.22	372,807	355,410	-4.67	23.42	23.53	0.11
NEW YORK REG	53,672	46,528	-13.31	320,985	283,276	-11.75	16.72	16.42	-0.30
HARTFORD REG	64,231	66,749	3.92	268,496	260,782	-2.87	23.92	25.60	1.68
BUFFALO REG	128,609	144,189	12.11	405,270	417,526	3.02	31.73	34.53	2.80
N. ATLANTIC	483,609	481,411	-0.45	2,060,324	1,930,269	-6.31	23.47	24.94	1.47

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Source: https://www.industrydocuments.ucsf.edu/docs/krvn0000

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JR VERSUS INDUSTRY REPORT - APRIL 1993
OLUME: 12M CASE EQUIVALENTS

3 MONTHS ENDING APRIL

	RJR			INDUSTRY VOLUME			RJR SHARE OF MARKET		
	1992	1993	% CHG	1992	1993	% CHG	1992	1993	DIFF.
N. ATLANTIC	377,569	393,508	4.22	1,679,084	1,593,306	-5.11	22.49	24.70	2.21
S. ATLANTIC	723,989	745,650	2.99	2,188,773	2,071,309	-5.37	33.08	36.00	2.92
MID-CONT	568,783	598,670	5.25	1,711,299	1,605,190	-6.20	33.24	37.30	4.06
PACIFIC/MTN	540,767	564,413	4.37	1,854,411	1,782,687	-3.87	29.16	31.66	2.50
MID-WESTERN	620,616	666,197	7.34	2,056,422	2,005,435	-2.48	30.18	33.22	3.04
TOTAL US	2,834,287	2,969,277	4.76	9,533,698	9,101,209	-4.54	29.73	32.63	2.90

APRIL YEAR-TO-DATE

	RJR			INDUSTRY VOLUME			RJR SHARE OF MARKET		
	1992	1993	% CHG	1992	1993	% CHG	1992	1993	DIFF.
N. ATLANTIC	483,609	481,411	-0.45	2,060,324	1,930,269	-6.31	23.47	24.94	1.47
S. ATLANTIC	931,252	924,832	-0.69	2,683,335	2,531,612	-5.65	34.71	36.53	1.82
MID-CONT	732,769	752,377	2.68	2,101,729	2,002,101	-4.74	34.87	37.58	2.71
PACIFIC/MTN	694,658	686,936	-1.11	2,288,831	2,157,503	-5.74	30.35	31.84	1.49
MID-WESTERN	808,469	816,600	1.01	2,512,107	2,435,093	-3.07	32.18	33.53	1.35
TOTAL US	3,653,518	3,663,048	0.26	11,697,746	11,111,981	-5.01	31.23	32.96	1.73

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Source: https://www.industrydocuments.ucsf.edu/docs/krvn0000

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RJR VERSUS INDUSTRY REPORT - APRIL 1993
/OLUME: 12M CASE EQUIVALENTS

3 MONTHS ENDING APRIL

	RJR			INDUSTRY VOLUME			RJR SHARE OF MARKET		
	1992	1993	% CHG	1992	1993	% CHG	1992	1993	DIFF.
BOSTON REG	68,387	69,686	1.90	302,904	265,552	-12.33	22.58	26.24	3.66
N JERSEY REG	49,333	46,109	-6.54	264,963	240,752	-9.14	18.62	19.15	0.53
PHIL REG	68,876	69,873	1.45	304,185	299,069	-1.68	22.64	23.36	0.72
NEW YORK REG	42,134	39,295	-6.74	266,639	239,787	-10.07	15.80	16.39	0.59
HARTFORD REG	51,169	53,659	4.87	215,386	210,521	-2.26	23.76	25.49	1.73
BUFFALO REG	97,671	114,886	17.63	325,008	337,625	3.88	30.05	34.03	3.98
N. ATLANTIC	377,569	393,508	4.22	1,679,084	1,593,306	-5.11	22.49	24.70	2.21

APRIL YEAR-TO-DATE

	RJR			INDUSTRY VOLUME			RJR SHARE OF MARKET		
	1992	1993	% CHG	1992	1993	% CHG	1992	1993	DIFF.
BOSTON REG	85,369	83,731	-1.92	366,026	321,615	-12.13	23.32	26.03	2.71
N JERSEY REG	64,419	56,592	-12.15	326,741	291,660	-10.74	19.72	19.40	-0.32
PHIL REG	87,310	83,624	-4.22	372,807	355,410	-4.67	23.42	23.53	0.11
NEW YORK REG	53,672	46,528	-13.31	320,985	283,276	-11.75	16.72	16.42	-0.30
HARTFORD REG	64,231	66,749	3.92	268,496	260,782	-2.87	23.92	25.60	1.68
BUFFALO REG	128,609	144,189	12.11	405,270	417,526	3.02	31.73	34.53	2.80
N. ATLANTIC	483,609	481,411	-0.45	2,060,324	1,930,269	-6.31	23.47	24.94	1.47

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Source: https://www.industrydocuments.ucsf.edu/docs/krvn0000

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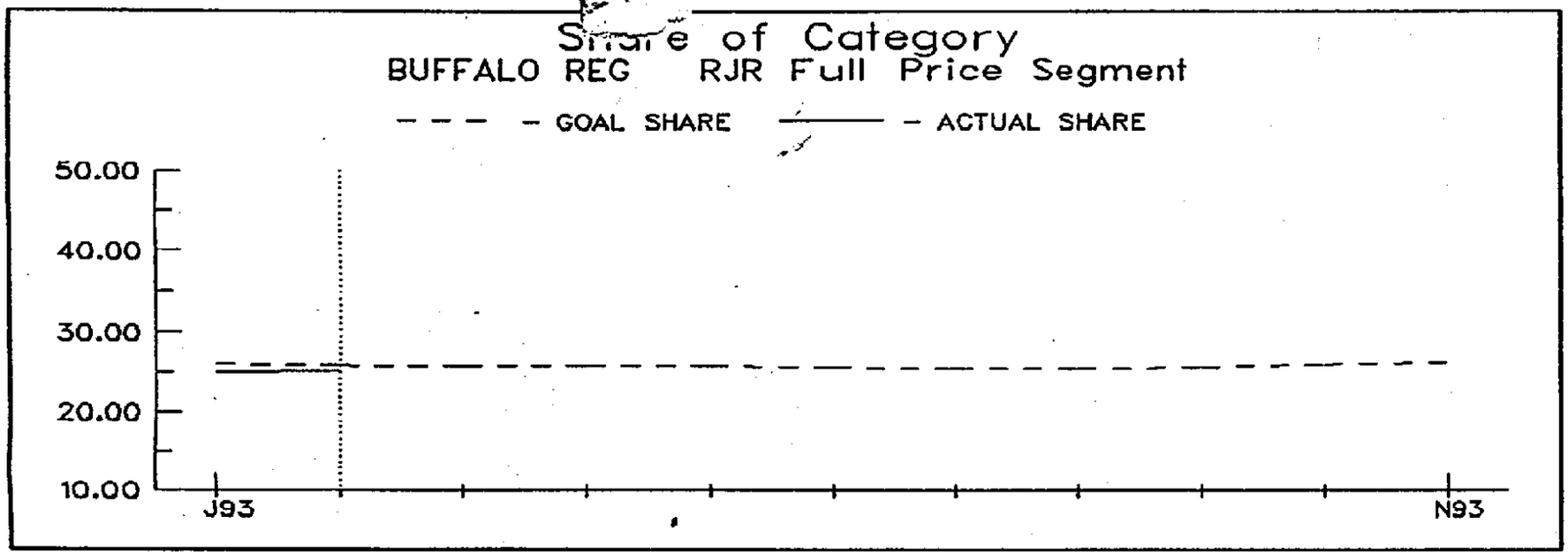


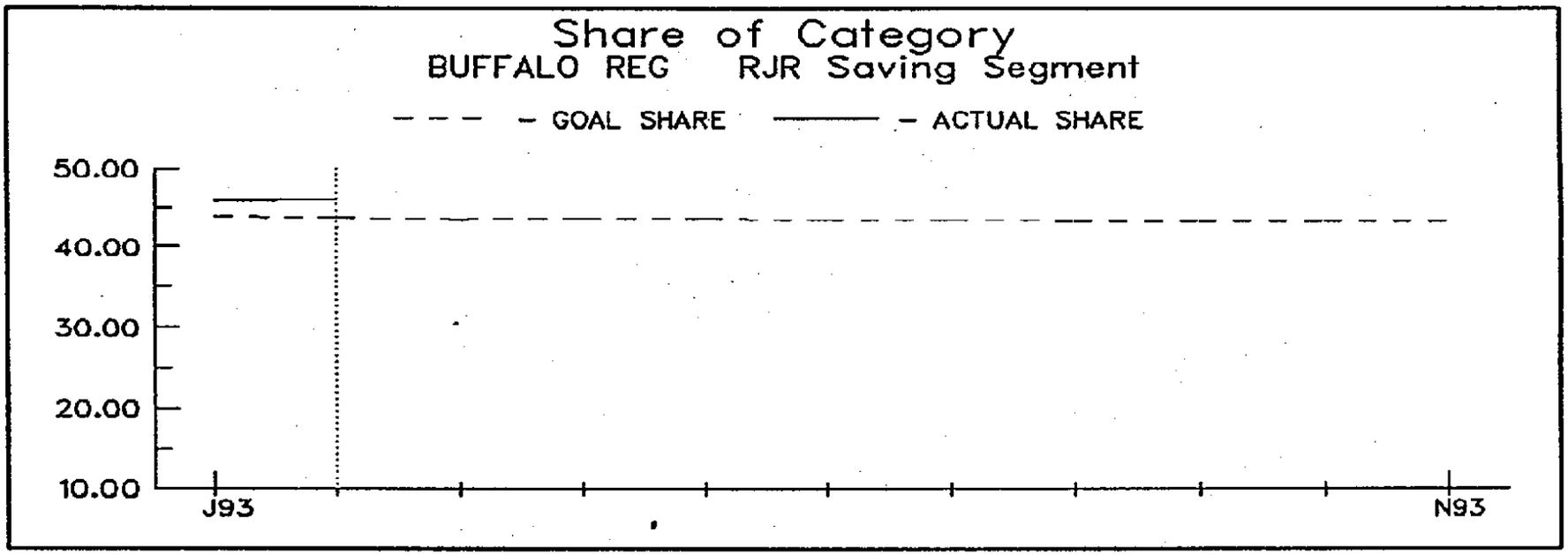
Performance Tracking Table - BUFFALO REG RJR Full Price Segment

	GOAL SHARE	ACTUAL SHARE	YTD ACTUAL SHARE	YTD GOAL SHARE
January 93	26.03	25.02	25.02	26.03
FEB	25.86	25.17	25.09	25.95
MAR	25.69	ND	ND	ND
APR	25.74	ND	ND	ND
MAY	25.73	ND	ND	ND
JUN	25.57	ND	ND	ND
JUL	25.39	ND	ND	ND
AUG	25.44	ND	ND	ND
SEP	25.60	ND	ND	ND
OCT	25.97	ND	ND	ND
NOV	26.23	ND	ND	ND
NOV YTD GOAL	25.74	ND	ND	ND

Performance vs Goal - - BUFFALO REG RJR Full Price Segment

	Share Perf vs Goal	Bonus Level
Above Annual Goal	27.16	200
	26.88	175
	26.62	150
	26.32	125
	26.08	110
Meet Annual Goal:	25.74	100
Below Annual Goal:	25.40	95
	25.16	90
	24.86	85
	24.60	75
	24.32	50
	< 24.32	0

Source: https://www.industrydocuments.ucsf.edu/docs/krvn0000



Performance Tracking Table
BUFFALO REG RJR Saving Segment

	GOAL SHARE	ACTUAL SHARE	YTD ACTUAL SHARE	YTD GOAL SHARE
January 93	43.96	45.97	45.97	43.96
FEB	43.76	46.10	46.03	43.86
MAR	43.57	ND	ND	ND
APR	43.65	ND	ND	ND
MAY	43.60	ND	ND	ND
JUN	43.54	ND	ND	ND
JUL	43.45	ND	ND	ND
AUG	43.42	ND	ND	ND
SEP	43.38	ND	ND	ND
OCT	43.39	ND	ND	ND
NOV	43.37	ND	ND	ND
NOV YTD GOAL	43.54	ND	ND	ND

Performance vs Goal
BUFFALO REG RJR Saving Segment

	Share Perf vs Goal	Bonus Level
Above Annual Goal	48.56	200
	47.58	175
	46.67	150
	45.59	125
	44.75	110
Meet Annual Goal:	43.54	100
Below Annual Goal:	42.33	95
	41.49	90
	40.41	85
	39.50	75
	38.52	50
	< 38.52	0

Source: https://www.industrydocuments.ucsf.edu/docs/krvn0000

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RJR VERSUS INDUSTRY REPORT - MARCH 1993
VOLUME: 12M CASE EQUIVALENTS

3 MONTHS ENDING MARCH

	RJR			INDUSTRY VOLUME			RJR SHARE OF MARKET		
	1992	1993	% CHG	1992	1993	% CHG	1992	1993	DIFF.
SYRACUSE,NY	41,199	59,284	43.90	126,027	162,046	28.58	32.69	36.58	3.89
ROCHESTER,NY	9,040	10,629	17.58	32,422	31,313	-3.42	27.88	33.94	6.06
BUFFALO,NY	26,987	31,834	17.96	97,129	96,119	-1.04	27.78	33.12	5.34
W.CLEVELAND,OH	9,957	11,049	10.97	22,809	24,305	6.56	43.65	45.46	1.81
E.CLEVELAND,OH	9,991	10,008	0.17	31,312	29,111	-7.03	31.91	34.38	2.47
BUFFALO REG	97,174	122,803	26.37	309,698	342,894	10.72	31.38	35.81	4.43

MARCH YEAR-TO-DATE

	RJR			INDUSTRY VOLUME			RJR SHARE OF MARKET		
	1992	1993	% CHG	1992	1993	% CHG	1992	1993	DIFF.
SYRACUSE,NY	41,199	59,294	43.90	126,027	162,046	28.58	32.69	36.58	3.89
ROCHESTER,NY	9,040	10,629	17.58	32,422	31,313	-3.42	27.88	33.94	6.06
BUFFALO,NY	26,987	31,834	17.96	97,129	96,119	-1.04	27.78	33.12	5.34
W.CLEVELAND,OH	9,957	11,049	10.97	22,809	24,305	6.56	43.65	45.46	1.81
E.CLEVELAND,OH	9,991	10,008	0.17	31,312	29,111	-7.03	31.91	34.38	2.47
BUFFALO REG	97,174	122,803	26.37	309,698	342,894	10.72	31.38	35.81	4.43

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:R VERSUS INDUSTRY REPORT - FEBRUARY 1993
:LUME: 12M CASE EQUIVALENTS

3 MONTHS ENDING FEBRUARY

	RJR			INDUSTRY VOLUME			RJR SHARE OF MARKET		
	1992	1993	% CHG	1992	1993	% CHG	1992	1993	DIFF.
'RACUSE,NY	38,975	40,137	2.98	124,412	141,814	13.99	31.33	28.30	-3.03
:CHESTER,NY	9,545	9,826	2.94	34,402	30,814	-10.43	27.74	31.89	4.15
JFFALO,NY	26,374	29,616	12.29	93,245	93,121	-0.13	28.28	31.80	3.52
.CLEVELAND,OH	10,521	10,316	-1.95	23,169	25,270	9.07	45.41	40.82	-4.59
.CLEVELAND,OH	9,176	8,946	-2.51	29,975	28,734	-4.14	30.61	31.13	0.52
BUFFALO REG	94,591	98,841	4.49	305,203	319,754	4.77	30.99	30.91	-0.08

FEBRUARY YEAR-TO-DATE

	RJR			INDUSTRY VOLUME			RJR SHARE OF MARKET		
	1992	1993	% CHG	1992	1993	% CHG	1992	1993	DIFF.
'RACUSE,NY	26,057	26,775	2.76	67,014	68,914	2.84	38.88	38.85	-0.03
:CHESTER,NY	5,946	5,893	-0.89	19,084	16,792	-12.01	31.16	35.09	3.93
JFFALO,NY	16,670	18,424	10.52	52,183	49,225	-5.67	31.94	37.43	5.49
.CLEVELAND,OH	6,425	6,143	-4.39	13,126	13,961	6.36	48.94	44.00	-4.94
CLEVELAND,OH	6,086	5,135	-15.63	18,311	14,332	-21.73	33.24	35.83	2.59
BUFFALO REG	61,183	62,370	1.94	169,718	163,224	-3.83	36.05	38.21	2.16

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992 FOOD/GAS SHARE PERFORMANCE VERSUS GOAL
REAS AND TOTAL U.S.
HARE OF SALES BASED ON EXPANDED NIELSEN CONFECTIONERY AND TOBACCO INDEX (NCTI)
4/07/93

		1992														
	YEAR 1991	JAN 1992	FEB 1992	MAR 1992	APR 1992	MAY 1992	JUN 1992	JUL 1992	AUG 1992	SEP 1992	OCT 1992	NOV 1992	DEC 1992	YTD 1992	1992 GOAL	ACT VS. GOAL DIFFERENCE
. ATLANTIC																
JR SAVINGS	2.6	2.9	2.8	2.9	3.1	3.3	3.7	3.9	4.5	5.2	5.1	5.2	5.3	4.0	3.5	0.5
JR FULL PRICED	20.1	19.5	18.9	18.8	18.5	18.4	18.3	18.2	17.8	17.4	17.2	17.2	17.1	18.1	19.2	-1.1
RJR CIGT	22.7	22.4	21.7	21.7	21.6	21.7	22.0	22.1	22.3	22.6	22.3	22.4	22.4	22.1	22.7	-0.6
. ATLANTIC																
JR SAVINGS	7.7	8.8	8.7	8.3	8.4	9.1	10.3	10.8	11.2	12.4	12.7	13.7	14.2	10.8	9.8	1.0
JR FULL PRICED	25.3	24.2	24.3	23.9	23.9	23.8	23.2	23.2	22.5	22.0	22.0	21.4	20.8	22.9	24.0	-1.1
RJR CIGT	33.0	33.0	33.0	32.2	32.3	32.9	33.5	34.0	33.7	34.4	34.7	35.1	35.0	33.7	33.8	-0.1
. CENTRAL																
JR SAVINGS	6.7	7.7	7.3	7.1	7.3	7.6	8.1	9.0	9.6	10.7	11.4	12.1	12.0	9.2	8.8	0.4
JR FULL PRICED	23.0	22.0	22.2	21.8	21.5	21.6	21.1	20.5	20.2	19.7	19.6	19.3	18.6	20.7	21.7	-1.0
RJR CIGT	29.7	29.7	29.5	28.9	28.8	29.2	29.2	29.5	29.8	30.4	31.0	31.4	30.6	29.9	30.5	-0.6
ID-CONT																
JR SAVINGS	9.4	9.7	10.1	10.5	11.4	11.4	12.2	13.1	14.0	14.9	15.8	17.1	17.2	13.1	11.5	1.6
JR FULL PRICED	21.6	21.2	20.8	20.1	19.4	20.2	19.8	19.0	18.9	18.5	18.6	17.9	17.5	19.3	20.8	-1.5
RJR CIGT	31.0	30.9	30.9	30.6	30.8	31.6	32.0	32.1	32.9	33.4	34.4	35.0	34.7	32.4	32.3	0.1
ACIFIC/MTN																
JR SAVINGS	7.0	7.7	7.6	7.6	8.9	9.2	9.6	10.6	10.7	11.6	12.7	12.9	13.6	10.2	8.8	1.4
JR FULL PRICED	21.0	20.7	20.8	21.0	20.7	20.5	20.1	19.6	19.4	18.8	18.7	18.6	18.3	19.8	20.4	-0.6
RJR CIGT	28.0	28.4	28.4	28.6	29.6	29.7	29.7	30.2	30.1	30.4	31.4	31.5	31.9	30.0	29.2	0.8
ID-WESTERN																
JR SAVINGS	8.3	8.4	8.1	8.2	8.4	8.7	9.7	11.3	10.8	11.4	12.3	12.5	12.9	10.2	10.3	-0.1
JR FULL PRICED	20.6	20.5	20.5	20.0	20.2	19.9	19.0	18.6	18.8	18.4	18.0	17.7	17.5	19.1	19.8	-0.7
RJR CIGT	28.9	28.9	28.6	28.2	28.6	28.6	28.7	29.9	29.6	29.8	30.3	30.2	30.4	29.3	30.1	-0.8
TAL US																
JR SAVINGS	7.4	7.9	7.8	7.8	8.3	8.7	9.4	10.3	10.6	11.5	12.2	12.8	13.1	10.0	9.2	0.8
JR FULL PRICED	22.1	21.6	21.5	21.2	20.9	20.9	20.4	20.0	19.8	19.3	19.2	18.9	18.5	20.2	21.2	-1.0
RJR CIGT	29.5	29.5	29.3	29.0	29.2	29.6	29.8	30.3	30.4	30.8	31.4	31.7	31.6	30.2	30.4	-0.2

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